

From: MWINOKUR--VUS0212A
To: SCARLSON--VCH0021A Stig Carlson

Date and time 02/19/92 11:06:51

From: Matthew Winokur
Subject: HWL

RJR - yes
B&W - yes
BAT - yesbut hasn't decided on what labels to use
Rothmans - no
Reemtsma - no
Gallahers - probably no but not confirmed
Imperial - ditto

*** Forwarding note from SCARLSON--VCH0021A 02/19/92 15:45 ***

To: LPOLLAK --VUS0212A Lee Pollak MWINOKUR--VUS0212A Matthew Winokur
 WBURRELL--VUS0212A Wendy Burrell RKAPLAN --VUS0212A Robert Kaplan

From: Stig Carlson
To :Lee Pollak
Subject: HWL

Our African area management is meeting with competition in a week's time. I am requested to give an update on competition's position re. HWL.

Anything new you can tell us about this development ?

Thanks & regards,

Stig
(sent in his absence)

cc: LPOLLAK --VUS0212A Lee Pollak
 RKAPLAN --VUS0212A Robert Kaplan

WBURRELL--VUS0212A Wendy Burrell

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